

WebBlazer™

Web Threat Management Solution

Crossbeam Systems®
and Websense®
Return on Investment

WebBlazer is a web threat management solution that reduces the risk of security-related incidents while increasing end-user productivity. WebBlazer is an easy-to-deploy, easy-to-administer appliance solution based on industry-leading web filtering and web security software from Websense and a high performance Linux®-based appliance from Crossbeam Systems.

Security-related attacks place a significant strain on IT budgets and staff who must manage complex security systems and difficult patch management solutions. WebBlazer eliminates these challenges by efficiently securing organization from web-based threats without requiring an extensive or complex implementation or the use of a proprietary-based software to manage security policies. WebBlazer delivers an immediate Return on Investment (ROI) with a low Total Cost of Ownership (TCO). With WebBlazer, IT can focus on meeting the organization's business objectives instead of reacting to security-related attacks.

The chart illustrates ROI for an organization with 2,500 users across five geographically dispersed locations.

ROI Example			
Organization	Acme Incorporated		
Number of Employees	2,500		
Number of Remote Sites	5		
Return on Investment (ROI)	2832.18%		
Annual Savings	Year 1	Year 2	Year 3
Improvement in Employee Productivity	\$ 2,087,500	\$ 2,087,500	\$ 2,087,500
Spyware, Viruses, and Malware Prevention	\$ 875,000	\$ 875,000	\$ 875,000
Hardware Consolidation	\$ 75,000	–	–
Additional Security Incident Prevention	\$ 37,382	\$ 37,382	\$ 37,382
On-going Administrative Savings	\$ 20,250	\$ 20,250	\$ 20,250
Bandwidth Savings with Caching	\$ 11,016	\$ 11,016	\$ 11,016
Total Annual Savings	\$ 3,106,148	\$ 3,031,148	\$ 3,031,148
Depreciation Schedule			
Software	\$ 62,500	\$ 62,500	\$ 62,500
Hardware	\$ 45,408	\$ 45,408	\$ 45,408
Total Annual Depreciation Expense	\$ 107,908	\$ 107,908	\$ 107,908
Expensed Costs			
Software	\$ 62,500	\$ 62,500	\$ 62,500
Hardware	\$ 136,225	–	–
Total Expenses	\$ 198,725	\$ 62,500	\$ 62,500

The example is based on the WebBlazer list price for five locations. The example uses public information and estimates based on industry averages. The results may not apply to your organization as individual results will vary.

SECURITY FACTS

- Spyware and malware cost businesses almost \$350 a year per PC in administrative and Help Desk expenses.
- Despite the nearly universal adoption of antivirus products, nearly 65% of organizations still suffer from virus attacks.
- Employees spend an average of 3.06 hours per week surfing non-business-related websites.

Evaluate WebBlazer free for 30 days*: WebBlazerEval@websense.com



*Certain restrictions apply.

Annual Savings Breakdown

Improvement in Employee Productivity

This category is based on implementing and enforcing internet usage policies, which decreases employees' personal internet usage. The saving is based upon information from the Websense 2006 Web@Work survey, Current Employment Statistics Highlights, Bureau of Labor Statistics July 2006, and implementing Quota Time within Websense Enterprise®.

Spyware, Viruses, and Malware Prevention

This category is based on administrative and Help Desk expenses incurred by these types of threats. The calculation uses \$350 per computer, and assumes that each employee has one computer. The information is based upon various industry studies, articles, and research.

Hardware Consolidation

This category is based upon implementing WebBlazer in each of the five sites. The implementation or replacement assumes the organization can reduce the need for one server per site. An assumption of \$15,000 per server was estimated.

Additional Security Incidents Prevention

This category is based on limiting additional security incidents not covered in Spyware, Viruses, and Malware. Other security incidents include: theft of proprietary information, insider abuse of net access or email, denial of service, bots (zombies) within the organization, system penetration by outsiders, phishing attacks, instant messaging misuse, sabotage of data or networks, website defacement, password sniffing, and other. The information is based upon the 2006 CSI/FBI Computer Crime and Security Survey.

On-going Administrative Savings

This category is based on the reduced need to administer and maintain an additional five servers and Websense customer usage patterns using a single management console with out-of-the-box capabilities.

Bandwidth Savings

Bandwidth comes in all shapes and sizes; however, typical pricing is approximately \$100 for up to 14 Mbps per month. On average, a 2,500 user organization will consume 14 Mbps in bandwidth, of which 17% is estimated to be non-work related traffic, including peer-to-peer, streaming video, video conferencing, and streaming audio. With WebBlazer, you can stop these and other bandwidth-draining applications and cache commonly used webpages to decrease unnecessary network utilization and reduce costs.